

THE REC NEWS

A Publication of the Alaska Real Estate Commission

Volume 1 Issue 1

May 2005



Frank H. Murkowski, Governor
Edgar Blatchford, Commissioner
Rick Urion, Director

In This Issue:

Page 2

Message From the
Chair
House Bill 169

Page 3

New Commission
Appointments
Promissory Test
Development

Page 4

Staff News
Education Update

Page 5

Education Update
Disciplinary Actions

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Message From the Executive Administrator

Sharon J. Walsh, Executive Administrator

This month marks my one-year anniversary at the Real Estate Commission. It has been an eventful 365 days, which makes for a great learning experience. I must admit, I relied on our Licensing Examiner, Nancy Harris to get me through some of the situations that

were in front of us at the Commission. Her historical knowledge and keen perspective provided us all with invaluable assistance on licensing issues.



I'm pleased to welcome our newest staff member Teresa Thacker, Publication Specialist. She will produce the quarterly newsletter for licensees. In addition, she will work with course sponsors and instructors on continuing education issues. We look forward to having her make changes to our web site, providing for more information to assist the licensees. Teresa will be a wonderful asset to the Real Estate Commission.

I have had the pleasure to travel to some of the smaller communities in the state and to meet with licensees. I plan to continue with

this and meet and update you on Commission activities and goals.

Reflecting back on the year I am enlightened that the Commission is focused on accomplishing many tasks and their ability to set new goals and objectives. Our meetings have resulted in more than a quarterly commitment, as we have had numerous teleconference meetings to accommodate issues impacting licensees. I applaud the dedication these Commissioners provide the public as well as their service to the industry.

I look forward to meeting you in my travels around our beautiful state. ■

Commission Meetings are Open to the Public

Mark your calendars for the next Real Estate Commission meetings:

June 13-14 - Fairbanks

September 15-16 - Anchorage



Volume 1,
Issue 1

COMMISSION MEMBERS

Barbara Ramsey, Chair
Associate Broker
3rd Judicial District

Roger A. Stone
Broker
1st Judicial District

Gene DuVal
Broker
4th Judicial District

David Somers
Broker At Large

Rita Wilson
Broker at Large

Bradley J. Fluetsch, CFA
Public Member

Glenn Clary
Public Member

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Message from the Chair

by Barbara Ramsey, Chair

After almost a two year hiatus from the publication of the last newsletter, much has changed with the Real Estate Commission (REC).

Along with all new commission members, we also have a new Executive Administrator, Sharon Walsh, and a new publication/education specialist, Teresa Thacker. The REC is now fully staffed and ready to tackle the issues.

Our first priority of 2005 was to establish the following primary goals:

- 1) Implementation of the new agency statutes and regulations outlined in the 2004 HB29 and a 6-month review of the applicable required documents.
- 2) Implementation of post-licensing education upon passage of HB169 sponsored by Representative Rokeberg.

In preparation for the passage of HB 169, one step we have already taken is to increase the pool of available instructors with a Train the Trainer class. By the beginning of May there were over 70 registered participants signed up for the May 6th class in Anchorage.

Participants include appraisers, lenders, home inspectors, title companies and others involved in the different facets of the real estate industry.

In the future we hope to provide more advanced training, as well as classes in other locations. We are confident you will notice the improvement in the quality and quantity of your continuing education.

Overall, there is still a lot of work to do in 2005. Commission members and staff are committed to working effectively towards completing the above goals, as well as the everyday issues that come before the REC. We hope this publication will provide you with a quick snap shot of events that are of interest to you and that affect the real estate industry. ■

HB 169 Post Licensing Education

House Bill 169 is scheduled to pass this legislative session. This bill deals specifically with post-licensing education requirements for new real estate licensees. In addition, HB 169 also allows Real Estate Brokers to hire an attorney or associate broker to review transactions.

If passed, effective January 1, 2006, this bill will require new licensees to complete an additional 20 hours of post-licensing education within one year of receiving their license.

At the next meeting, the Commission will begin work on implementation and draft regulations pertaining to post-licensing once the bill has been signed by Governor Murkowski.

A final copy of the bill will be available on the AREC web site. ■

In observance of the Memorial Day holiday, the Alaska Real Estate Commission office will be closed on Monday May 30, 2005.

Meet Commissioner Bradley Fluetsch



Bradley Fluetsch is one of the Commission's two public members. Mr. Fluetsch has lived and worked in Juneau for the

past 18 years as an Investment Professional. The past two years as a Financial Consultant with Wells Fargo Investments, LLC.

Prior to that he was owner operator of Raven Asset Management, LLC, an Investment Officer with the Alaska Permanent Fund Corporation and a Financial Analyst with Sealaska Corporation.

Mr. Fluetsch earned his Bachelor's Degree in Business Administration from Washington State University in 1986. He earned the right to use the CFA designation in 1996 and passed the Series 7 and 66 securities exam in 2004. He has lectured on investments at the University of Alaska, Southeast, was the Grand Treasurer of the Alaska Native Brotherhood, was appointed as an outside director of Kootznoowoo Permanent Fund Settlement Trust. In addition, he has served on the Mayors' Fiscal Task Force and the Juneau Economic Development Council.

Mr. Fluetsch loves Southeast Alaska, whether it is fishing, gardening or hunting. It has the best quality of life. Recently Tlingit Master Carvers Michael and Richard Beasley have taken him on as a student and he is learning to carve from the best in the world. ■

Governor Appoints New Commissioners

Governor Murkowski has appointed Roger Stone and Gene DuVal to the Alaska Real Estate Commission.

Mr. Stone is from Ketchikan and will represent the 1st Judicial District. He has been a licensee since 1994.

Mr. Duval is from Fairbanks and will represent the 4th Judicial District. He has been a licensee since 1995. ■

Promissor Test Development

Promissor and the AREC are currently working together to review and revise the sales and broker pools of test questions on the Alaska specific portions of the real estate licensing exam.

Promissor will be working with a panel of 9 licensees from around the state. Any revisions to the Alaska portion of the exam should be implemented by this fall. ■



Upcoming Continuing Education Classes

Anchorage Board of Realtors

Contact Kay Dubois at 561-2338 for details.

May 18-20, 2005

CE Marathon

Various Courses

June 13-16, 2005

Course # 2004 4 DCE/2 ECE
GRI 100

August 19, 2005

Course # 2149 8 ECE
Ninja Selling with Walter Frey

Royse & Associates

Contact Royse & Associates at 563-3086 for details.

Summer 2005

Course # 2139 4 DCE

Paperwork & Documents

Course # 2138 4 DCE

Current Trends

Course # 671 2 ECE

Enhancing Service with Computers

Course # 2080 2 ECE

Success Strategies for Customer Service

Course # 2090 3 ECE

Fair Housing

Course # 2081 2 ECE

Property Marketing Makeover

Course # 901 3 ECE

Real Estate Business Ethics

If you would like to have information posted in the AREC Newsletter concerning dates and times of upcoming courses, please send an email to: teresa_thacker@commerce.state.ak.us Deadlines for submission are as follows:

June 11th, 2005

September 10th, 2005

December 5th, 2005

Observations of a Licensing Examiner

by Nancy A. Harris, Licensing Examiner

Five Things You Should Check Before Turning in Paperwork to the Real Estate Commission:

- Do you have the correct form?**
What type of action are you doing: transfer, change of status, inactivate, reactivate, reinstate, office changes or office registration.
- Is the form complete?**
Biographical information and personal screening questions, type of action, terminating and employing broker information, signatures and dates all checked and complete.
- Has your signature been notarized?**
The change of status, office changes and office registration applications require a notarized signature.
- Are the proper fees attached?**
See the fee schedules on the second page the application to change status and office registration forms.
- Has your original license certificate been signed and dated by your terminating broker?**
If you are transferring to another office you can work off a copy of your signed and dated license certificate for no more than 30 days while waiting for an amended license certificate. ■

Recently Approved Courses and Instructors

Interest Only Financing	1 ECE	Course # 2146
Carpenter Ants	1 ECE	Course # 2147
Borrow Smart & Retire Rich	4 ECE	Course # 2148
Ninja Selling	8 ECE	Course # 2149
Negotiating Like a Pro	3 ECE	Course # 2150
Finance & Contracts in Alaska: Statutory Rules that Apply	2 ECE	Course # 2151
Commercial & Leasehold Issues, Recent Case Law and the New Bankruptcy Law	3 ECE	Course # 2152
The Truth About Mold	6 ECE	Course # 2153
Electronic Transactions in Real Estate	6 ECE	Course # 2154
Understanding 1031 Tax-Free Exchanges	6 ECE	Course # 2155
The Disaster Experience	3 ECE	Course # 2155

Jay Evenson	Topics: 6, 10, 15, 19, 21	Instructor # 554
Carol Nesbett	Topic: 10	Instructor # 564
Walter Frey	Topic: 16	Instructor # 565
Michelle Stradling	Topic: 1	Instructor # 566

Alaska Real Estate Statistics

03/11/05 – 04/11/05

New Issues

New Salesperson:	39
Broker Upgrades:	3
Licensed by Endorsement:	1

Active Licensees to Date

Salesperson:	1454
Associate Broker:	375
Broker:	471

Did You Know?

Licensees must notify the Commission of address changes.

Licensees must notify the Commission within 30 days of a name change.

Brokers must notify the Commission of office location.

Forms are available on the AREC web site.



Course Certification & Instructor Approval

The Commission encourages those who are interested in developing Real Estate courses and becoming certified to teach courses to take the next step and make it official.

The Commission feels strongly that a broad base of continuing education offerings enhances the Real Estate profession as a whole.

Instructions and applications are available on the AREC web site.

How do I Obtain Course Certification?

Those wishing to apply for course certification must submit a detailed course outline, copies of all hand-outs, and explanation of the course attendance policy and application fee.

Completed applications must be received in the Commission office 45 days before the course is scheduled to be offered. No course may be advertised as certified until written certification is received by the Commission.

How do I Obtain Instructor Approval?

Those wishing to apply for instructor certification must submit a completed application and fees along with proof of the instructors teaching experience.

Potential instructors must have at least 30 contact hours of experience teaching adults and be able to show proof that they meet **one** of the following criteria:

A Bachelor's Degree in Real Estate or a related field;

5 years experience as a real estate licensee with documented experience in the subject area that the applicant is seeking approval to teach;

Another combination of experience and education that establishes the applicant's credentials in the requested subject area;

Be listed as an approved instructor by a national organization that offers professional real estate courses that have been approved by the Commission for continuing education credit ■

Recent Disciplinary Actions

The Commission took action on the following licensees during the March 14-15 meeting in Juneau:

Case # 3000-01-105

Edward R. Sanders

voluntary surrender

Licensee failed to disclose material defects in sewer system.

Case # 3004-04-012

James Bishop

voluntary surrender

Licensee failed to comply with Continuing Education requirements for the purposes of renewal.

Surety Fund

Case # S-23-014

Basargin v. Comer

Commission adopted Hearing Officer

recommendation that claimant did not meet the burden of proof to establish that Randy Comer engaged in intentional misrepresentation and deceit under AS 08.88.460(a).

Case # S-24-006

Roberts v. Gunawan

Commission adopted Hearing Officer

recommendation that claimants John and Cathleen Roberts lacked possessory interest in trust funds and did not meet the burden of proof to establish that Tristi Gunawan engaged in conversion under AS 08.88.460(a). ■